

Message Text

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TO AMEMBASSY LAGOS PRIORITY

INFO AMCONSUL IBADAN PRIORITY

AMCONSUL KADUNA PRIORITY

UNCLAS STATE 277473

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: MAJOR PROJECT: RAILWAY DEVELOPMENT

REF: (A) LAGOS 11329; (B) LAGOS 11304; (C) LAGOS 10635;

--- (D) LAGOS 10581; (E) STATE 259670;

--- (F) LAGOS 10454, 11/14/74

1. PER EMBASSY'S REQUEST IN PARAGRAPH SEVEN OF REFTEL A,
THERE ARE SEVERAL ADDITIONAL QUESTIONS EMBASSY SHOULD ASK.

2. RECENT CABLE TRAFFIC SOMEWHAT CONFUSING DUE REFERENCES
TO "RE-OPENING OF SHORTLIST" (REFS A, D, E). ORIGINAL
SHORTLIST WAS FOR CONSULTANT THAT WOULD "SUPERVISE ENTIRE
PROJECT INVOLVING CONVERSION OF RAIL SYSTEM FROM NARROW
GUAGE TO STANDARD GUAGE" (REF F). IS THIS FUNCTION REALLY
STILL OPEN? IF SO, HOW CAN NRC BE TENDERING FOR
TOPOGRAPHICAL SURVEYS BEFORE CONSULTANT HAS BEEN SELECTED?

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IN THIS CONTEXT, IDENTITY OF CONSULTANT MENTIONED REFS D

AND E VERY IMPORTANT.

3. SHORTLIST QUESTION RAISES OTHER ISSUES. REF D REPORTS THAT "NRC OFFICIAL STATED RECENTLY THAT IN FEW WEEKS LIST

WILL BE REOPENED BY INVITING FIRMS WHICH HAVE BID TO RESUBMIT EXPRESSIONS OF INTEREST." THIS WOULD LIMIT U.S. BIDDERS TO, AT MOST, PULLMAN/SWINDELL, MKI/IECO, FORD, BACON AND DAVIS, SVERDRUP AND PARCEL, AND STANLEY CONSULTANTS -- ONLY FIRMS WHICH EXPRESSED ANY TYPE INTEREST ORIGINALLY. TAMS AND BECHTEL, FOR EXAMPLE, WOULD BE PRECLUDED UNDER THIS ARRANGEMENT. IF EMBASSY DETERMINES ORIGINAL PROJECT AND SHORTLIST STILL LIVE ISSUES. WOULD APPRECIATE LEARNING WHETHER DECISION

RESTRICT REOPENING TO ORIGINAL COMPANIES IS DEFINITE.

4. FINAL ISSUE ON SHORTLIST QUESTION IS SCOPE OF WORK. REF A STATES "OVERALL PROGRAM WILL BE TACKLED IN SEGMENTS AS IT TOO BIG TO ATTEMPT AS ONE PROJECT." DOES THIS MEAN "TURNKEY, PROJECT MANAGER OR CONSORTIUM" WOULD BE REQUIRED FOR EACH SEGMENT. IF SO, BELIEVE EMBASSY SHOULD SEEK EXACT DESCRIPTION OF MAGNITUDE EACH SEGMENT.

5. ANSWERS TO FOREGOING EXTREMELY USEFUL IN PROVIDING U.S. INDUSTRY WITH ACCURATE PICTURE OF NRC PROJECT.

6. TWO OTHER POINTS WERE RAISED IN REFTEL A. PARA FIVE SUGGESTS WE SHOULD BRING SITUATION TO ATTENTION SUCH FIRMS AS MKI AND BECHTEL. WE HAVE NOT DISCUSSED MATTER WITH BECHTEL BECAUSE OF STATEMENT IN REF D ABOUT INVITATION TO FIRMS WHICH HAD SUBMITTED PREVIOUS EXPRESSIONS OF INTEREST. IF THIS CONSIDERATION NO LONGER BINDING, WE WILL CONTACT BECHTEL IMMEDIATELY. SINCE MKI/IECO SENT DELEGATION TO LAGOS FOR DISCUSSIONS WITH NZEGWU AND EMBASSY ON ORIGINAL SHORTLIST, WE HAVE PASSED APPROPRIATE PORTIONS OF RECENT EMBASSY REPORTS TO THEM. HOWEVER, AS WE REPORTED EARLIER THIS YEAR, MKI HAD DECIDED NOT TO BID ON ORIGINAL NRC PROJECT EVEN IF IT HAD UNCLASSIFIED

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BEEN PREQUALIFIED. FINALLY, PULLMAN/SWINDELL STILL VERY INTERESTED PURSUING THIS BUSINESS AND OTHER PROJECTS IN NIGERIA. FIRM'S MARKETING VICE PRESIDENT, NEIL BOYER, PLANNING VISIT LAGOS IN NEXT FEW MONTHS FOR INVESTIGATION LOCAL SITUATION. DETAILS HIS ITINERARY WILL BE TRANSMITTED UPON RECEIPT. KISSINGER

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